

Message Text

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12

ACTION COME-00

INFO OCT-01 EUR-25 EA-11 ADP-00 EB-11 SCEM-02 INT-08

TRSE-00 PM-09 NSC-10 SS-15 RSC-01 CIAE-00 DODE-00

INR-10 NSAE-00 PA-03 USIA-12 PRS-01 VOE-00 OEP-01

RSR-01 /121 W

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R 010115 Z MAY 73

FM AMEMBASSY SAIGON
TO SECSTATE WASHDC 0988
INFO AMEMBASSY BANGKOK
AMCONSUL HONG KONG
AMEMBASSY JAKARTA
AMEMBASSY KUALA LAMPUR
AMEMBASSY LONDON
AMEMBASSY PARIS
AMEMBASSY PHNOM PENH
AMEMBASSY SINGAPORE
AMEMBASSY THE HAGUE
AMEMBASSY TOKYO

UNCLAS SAIGON 07521

E. O. 11652: N/ A

TAGS: ENRG, VS

SUBJECT: OFFSHORE OIL CONCESSIONS

REF: SAIGON A-56, MARCH 29, 1973

1. SUMMARY: GVN'S NATIONAL PETROLEUM BOARD (NPB) HAS NOTIFIED 27 FIRMS THAT THEY ARE ELIGIBLE TO PARTICIPATE IN TENDERING FOR OFFSHORE OIL CONCESSIONS. NPB IS SCHEDULED TO GIVE OUT TENDER DOCUMENTS ON MAY 10. DEADLINE FOR SUBMISSION OF TENDERS IS JULY 2. GVN IS DETERMINED TO HAVE OIL COMPANIES PROCEED QUICKLY WITH EXPLORATION OF OFFSHORE CONCESSIONS.

2. NPB'S LIST OF 27 QUALIFYING COMPANIES (INCLUDING 20 U. S. FIRMS)

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IS AS FOLLOWS:

AMERADA HESS (US)
AMOCO (US)
BASIC EARTH SCIENCE (US)
CANADIAN INDUSTRIAL OIL AND GAS (CANADIAN)
CANADIAN SUPERIOR OIL (CANADIAN)
COMPAGNIE FRANCAISE DES PETROLES (FRENCH)
CONTINENTAL OIL (US)
ELF- ERAP (FRENCH)
GETTY OIL (US)
GULF OIL (US)
HAMILTON BROTHERS (US)
HUNT INTERNATIONAL (US)
KAIYO OIL (JAPANESE)
MARATHON OIL (US)
MOBIL OIL (US)
PHILLIPS PETROLEUM (US)
SHELL OIL OF AMERICA (US)
SHELL PETROLEUM N. V. (BRITISH- DUTCH)
STANDARD OF CALIFORNIA (US)
STANDARD OF NEW JERSEY (US)
SUN OIL (US)
SUNNINGDALE OIL (CANADIAN)
SUPERIOR OIL (US)
TEXACO (US)
TRITON OIL (US)
UNION OIL OF CALIFORNIA (US)
HUSKY OIL (US)

ABOVE FIRMS HAVE ALREADY BEEN NOTIFIED OF NPB'S DECISION.

2. FOLLOWING NINE FIRMS WERE DISQUALIFIED: INDUSCOM (US), ISRAEL NATIONAL OIL (ISRAELI), KANTER EXPLORATION (US), OCEANIC EXPLORATION (US), SUMITOMO PETROLEUM DEVELOPMENT (JAPANESE), TRANSWORLD PETRO-LEUM (US), VIET- NAM DAU LUA CONG TY (VIETNAMESE), WENDELL PHILLIPS (US), AND WILLIAM HUDSON (BRITISH). REASONS GIVEN WERE LACK OF TECHNICAL BACKGROUND, EXPERIENCE, SUFFICIENT FINANCIAL BACKING, AND PREVIOUS SUCCESS IN ACTUAL OIL PRODUCTION. KAIYO QUALIFIED BECAUSE IT WILL COOPERATE WITH GULF IN SUBMITTING TENDER.

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EM QUALIFIED FIRMS HAVE BEEN ASKED TO SEND REPRESENTATIVES TO MINISTRY OF ECONOMY AT 1000 HOURS (SAIGON TIME) MAY 10 TO BE BRIEFED ON PROCEDURE, TIMING, AND FORM OF BIDS AND RECEIVE TENDER DOCUMENTS.
DEADLINE FOR SUBMISSION OF TENDERS HAS BEEN SET FOR 1800 HOURS (SAIGON TIME) JULY2.

4. GVN'S CONSULAR AND DIPLOMATIC POSTS ARE BEING INSTRUCTED TO
FACILITATE ISSUANCE OF VISAS TO REPRESENTATIVES OF OIL COMPANIES.

5. COMMENT: NPB OFFICIALS GIVE IMPRESSION THAT THEY ARE DETERMINED
TO PROCEED AS QUICKLY AS POSSIBLE WITH TENDERING FOR OFFSHORE OIL
CONCESSIONS. EVERYTHING IS BEING DONE TO FACILITATE MAXIMUM PARTI-
CIPATION BY QUALIFYING FIRMS.

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*** Current Classification *** UNCLASSIFIED

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To: BANGKOK
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HONG KONG
JAKARTA
KUALA LUMPUR
LONDON
PARIS

PHNOM PENH
SECSTATE WASHDC

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